

A MODEL INTEGRATED VEHICLE PROCUREMENT PROGRAM

Promoting Alternative Fuels

Over the last 10 years efforts to encourage the use of alternative fuels have primarily focused on using federal, and state fleet purchases to lead the way in the development of an alternative fuel markets. Unfortunately, this concept while good in theory has not resulted in the development of the stable markets originally anticipated. One of the principal reasons for this failure is the fact that the procurement process followed by these various entities have focused on different vehicles at differing times and in contradictory ways. If the potential of public fleet purchases is to be achieved, then the focus, timing and process of state, federal and local governmental fleet purchases must be integrated to the extent necessary and appropriate to provide a stable and predictable environment on which manufacturers can base production commitments.

- a) Using a federal grant, an integrated alternative fuel vehicle procurement program for federal, state, and local governmental fleets will be developed. If successful, the methods and conclusions derived from this project can be used nationally to create a governmental fleet market that will be of sufficient size to stimulate the production and sale of alternatively fueled vehicles to public and private fleets across the nation.
- b)
- c) The primary goal of the effort will be to create a predictable market place for manufacturers and purchasers. If successfully implemented, this program will allow the public fleet sector to fulfill the role as "alternative fuel market starter" by aggregating and focusing the purchasing power of public fleets in a unified and consistent way on a selected group of vehicles. The effect of such a program would be to lower alternative fuel vehicle costs, assure an adequate supply of vehicles and parts, standardize warranty conditions, and expand vehicle service and maintenance services while providing a consistent and reliable vehicle pool for the regular and reliable purchase of alternative fuels.
- d)

Outline

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- I. Background
 - A. Information gathered from Houston's strategic planning process
 - B. Initial meetings with state, municipal and transit fleets in the Houston region
 - C. OEM interest
 - D. GSA interest
- II. Project Description
 - A. Goal to create a predictable market place for manufacturers and purchasers
 - B. Fuel neutrality
 - C. Focus on procurement of federal, state, and local governmental fleets
 - D. Light-duty vehicles
 - E. Economic viability
 - F. Certification
 - G. Urban focus
 - H. LEV in MY '99 and ULEV in MY 2000 & 2001
- III. Subcommittees
 - A. Specifications
 - 1. Vehicle types (Lt. 3/4 ton truck, 12-15 passenger van, medium duty sedan, SUV)
 - 2. Warranty
 - 3. Service
 - 4. Price
 - 5. Certification
 - B. Procurement process and incentives
 - 1. Legal issues of integrating federal, state, and local procurement process
 - 2. Secondary markets
 - 3. Other purchase opportunities
 - C. Recruitment
 - 1. Identification of fleets
 - 2. Infrastructure
 - 3. Fuel cards
 - 4. Marketing plan - Outreach opportunities
 - 5. Collateral materials - USPS
- III. National Participation
 - A. Joining this effort
- IV. Feedback

Contacts

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